

International tech company for the construction industry which is bringing innovation to the European collective housing market is looking for an **Area Sales Manager for Scotland and N.Ireland**. Our client designs and manufactures sustainable, easy-to-use and accessible-for-all products and solutions that can be controlled remotely from the Cloud. The Area Sales Manager role is 100% remote/field based and is focused on business development, both with new prospects and existing client database, and will report to the Sales Director based in London.

### **ROLE of the Area Sales Manager:**

- Sourcing quality leads by inquiring about prospect's/client's needs and properly identifying appropriate solutions
- Developing a pipeline of prospects – distributors, installers, specifiers - projects and appointments to achieve the revenue and activity targets
- Product demonstrations and presentations to customers showing the benefits of the technology.
- Tracking projects and orders with support of the Inside Sales team who will have prepared quotes
- Updating the CRM in a timely manner for appointments, calls and customer contact information and effectively managing own diary.
- Developing understanding and knowledge of products, target industries and target audiences.
- Participate in team meetings and share ideas to increase team performance.

### **PROFILE:**

- Proven track record in new business development
- Minimum 2 years in a field sales B2B environment, ideally within in a similar industry
- Highly motivated and achievement driven
- Experience of high-volume lead/appointment generation activity
- Excellent verbal and written communication skills
- Excellent influencing and negotiation skills as you are disrupting an entire industry and challenging market habits.
- Organised, methodical and process driven with good IT skills and ability to use a CRM
- Ability to multi-task, prioritise, and manage time effectively
- Collaborative approach, with relationship building ability
- Ability to communicate technical solutions (training provided)
- Full UK Driving Licence
- Living on the patch

### **SALARY & BENEFITS**

- Basic between £40k and £50k + uncapped commission
- Company car
- Private medical insurance
- Company pension